



Sarah B. Crofts

Special Counsel

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t 704.335.9865



Sarah Crofts has more than a decade of experience advising hospitals, physician groups, insurance companies, and a range of health care providers. She has particularly extensive knowledge of health care compliance issues. She has helped clients navigate federal and state regulations regarding the Stark Law, Anti-Kickback Statute, anti-markup rule, account billing laws, corporate practice of medicine, Medicare reimbursement, Physician Payments Sunshine Act, certificate of need requirements, HIPAA, and the HITECH Act. She has also counseled clients on responding to government and insurance company audit requests.

In addition, Sarah has reviewed, revised, and drafted managed care agreements for both providers and insurance companies. She has also prepared and reviewed a variety of physician recruitment, employment, vendor, business associate, professional services, and lease agreements.

Sarah's experience with agreements and transactions extends to other types of corporate law as well. She has assisted corporate clients with asset and stock purchase and sale transactions, due diligence, entity formation and dissolution, distribution agreements, and employment disputes, policies, and procedures, including noncompetition and nondisclosure agreements.

Sarah is certified by the North Carolina Dispute Resolution Commission (NCDRC) as a Superior Court mediator. She began her health law career as an attorney with Womble Bond Dickinson (US) LLP and then moved to Wall Babcock LLP.

Sarah is deeply invested in community service. She is a leader within the North Carolina Bar Association's Health Law Section, serving as its secretary, past treasurer, and past Continuing Legal Education (CLE) Committee chair. She is currently a member of the board of the YWCA of Winston-Salem and the board of the Washington and Lee University Winston-Salem Alumni Chapter. She has also served as president of the Forsyth County Women Attorneys Association and held a variety of board roles, including with the Charlotte Women's Bar and the SECU Family House in Winston-Salem.



CHARLOTTE OFFICE



PRACTICE AREAS

Governance, Risk & Compliance
Employment & Labor
Mergers, Acquisitions & Joint Ventures



EDUCATION

Wake Forest University
JD, 2005
Washington and Lee University
BA, *cum laude*, 2002



ADMISSIONS

North Carolina
U.S. Supreme Court



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PUBLICATIONS

- "Voluntary Compliance Programs Are a Thing of the Past: Make Way for Mandatory Requirements," Prognosis, 2012
- "Incentive Programs for Meaningful Use of Electronic Health Records," Prognosis, 2010

SPEAKING ENGAGEMENTS

- "Standards and Controls to Detect and Prevent Misconduct," Association of Corporate Counsel's Ethics and Compliance Committee, April 2013
- "Establishing Health Care Compliance Programs as Mandated by the PPACA: Implementing Effective Reporting, Exclusion Screening, and Formal Risk Assessment Process," Strafford Webinar, November 2011
- "Compliance Programs for Physicians: Back to Basics," Alamance County Medical Group Managers, April 2011
- "Show Me the Money: Government Incentives Available to Providers who Demonstrate Meaningful Use of Electronic Health Records," Charlotte Area Medical Group Managers, October 2010

HONORS

- N.C. Bar Association's Leadership Academy, Class of 2013

MEMBERSHIPS

- North Carolina Bar Association, Health Law Section, Council, 2017-present, Secretary, 2019-present, Treasurer, 2018-2019, CLE Committee Chair, 2018-2019; Women in the Profession Committee, 2011-present; Law School Liaison Committee, 2010-2014
- American Health Lawyers Association
- Health Care Compliance Association



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- North Carolina Society of Health Care Attorneys
- International Association of Privacy Professionals
- Washington and Lee University, Winston-Salem Alumni Chapter, Board of Directors, 2011-present; Alumni Admissions Program, Winston-Salem Committee Chair, 2011-present
- YWCA of Winston-Salem, Board of Directors, 2019-present
- SECU Family House, Board of Directors, 2010-2016, Secretary, 2013
- Carolina Foster Kids Foundation, Board of Directors, 2009-2010
- Charlotte Women's Bar, Board of Directors, 2007-2010; Public Service Committee, Co-Chair, 2007-2009
- Forsyth County Women Attorneys Association, President, 2013-2014; Treasurer, 2011-2013; Public Service Committee, Co-Chair, 2011-2013
- Forsyth County Bar, Executive Committee, Past Member
- North Carolina Association of Women Attorneys, Past Member